POTASH & PHOSPHATE INSTITUTE
NORTH AMERICAN PRODUCERS POTASH SALES - (Short Tons K20)

AGRICULTURAL	NOV 1989	NOV 1988	JUL-NOV 1989/90	JUL-NOV 1988/89
AL Alabama	5,780	7,810	24,179	25,323
AK Alaska	0	0	426	0
AZ Arizona	275	362	1,509	910
AR Arkansas	2,570	2,511	17,598	16,393
CA California	12,494	10,131	34,433	32,626
CO Colorado	1,042	601	2,679	2,008
CT Connecticut	159	283	818	1,071
DE Delaware	77	303	11,689	6,329
FL Florida	14,576	8,125	58,955	34,581
GA Georgia	6,597	7,730	41,567	42,060
HI Hawaii	86	2,860	3,575	3,019
ID Idaho	2,999	1,625	10,324	8,305
IL Illinois	57,364	44,313	320,177	244,877
IN Indiana	24,237	36,987	136,567	121,628
IA Iowa	32,823	37,490	237,439	217,145
KS Kansas	4,444	3,468	24,843	22,723
KY Kentucky	17,410	16,292	45,557	45,178
LA Louisiana	15,002	16,698	37,165	51,742
ME Maine	345	1,842	481	1,860
MD Maryland	4,051	559	9,868	14,145
MA Massachusetts	0	0	1,213	1,216
MI Michigan	10,170	6,231	68,039	62,998
MN Minnesota	28,928	20,892	142,753	122,984
MS Mississippi	1,211	258	8,600	7,533
MO Missouri	20,169	21,807	128,817	107,077
MT Montana	615	669	4,180	3,244
NE Nebraska	2,444	2,861	8,030	8,576
NV Nevada	0	0	3	61
NH New Hampshire	0	0	309	59
NJ New Jersey	344	391	1,771	1,838
NM New Mexico	619	2,807	1,773	11,591
NY New York	1,414	2,429	10,417	11,539
NC North Carolina	3,100	2,804	20,618	20,220
ND North Dakota	688	264	6,240	4,508
OH Ohio	25,115	51,853	159,106	172,995
OK Oklahoma	883	751	9,100	9,325
OR Oregon	1,424	1,679	9,338	9,048
PA Pennsylvania	3,467	3,317	17,570	15,077
RI Rhode Island	60	59	754	1,222
SC South Carolina	2,581	4,012	23,887	19,572
SD South Dakota	1,118	1,172	4,190	3,795
TN Tennessee	639	4,671	23,899	22,648
TX Texas	5,254	6,396	38,025	34,465
UT Utah	5,456	973	9,069	2,904
VT Vermont	121	102	1,493	251
VA Virginia	9,514	10,827	17,434	25,151
WA Washington	1,676	2,721	11,620	10,837
WV West Virginia	61	119	594	361
WI Wisconsin	15,893	23,446	71,174	98,485
WY Wyoming	162	91	897	615
TOTAL U.S.:	345,457	373,592	1,820,762	1,682,118
CANADA				
AB Alberta	1,347	1,660	9,024	7,593
BC Brit. Columbia	274	195	722	668
MB Manitoba	1,547	1,255	8,640	7,378
NB New Brunswick	1,527	1,490	2,081	4,580
NF Newfoundland	0	0	0	0
NS Nova Scotia	464	147	1,075	1,213
ON Ontario	13,181	10,483	33,629	46,106
PE Pr.Edward Isle	206	290	1,362	4,305
PQ Quebec	5,656	15,782	15,727	33,823
SK Saskatchewan	398	378	2,770	2,945
TOTAL CAN:	24,600	31,680	75,030	108,611
EXPORT SALES:	189,630	363,071	1,280,023	1,813,067
TOTAL AG SALES	559,687	768,343	3,175,815	3,603,796
Non-Ag U.S.	42,706	39,102	193,630	177,720
Canada	1,181	2,437	6,800	13,045
Exports	21,054	12,250	60,861	42,955
TOTAL NON-AG SALES	64,941	53,789	261,291	233,720
GRAND TOTAL	**624,628**	**822,132**	**3,437,106**	**3,837,516**

POTASH & PHOSPHATE INSTITUTE

POTASH SALES - NORTH AMERICAN PRODUCERS - (Short Tons K_2O)

NOVEMBER 1989

AGRICULTURAL	STANDARD	COARSE	GRANULAR	SOLUBLE	SULPHATES	TOTAL
AL Alabama	780	2,610	955	1,018	417	5,780
AK Alaska	0	0	0	0	0	0
AZ Arizona	118	15	97	0	45	275
AR Arkansas	59	0	2,397	62	52	2,570
CA California	5,181	2,968	980	124	3,241	12,494
CO Colorado	230	21	736	16	39	1,042
CT Connecticut	0	0	138	0	21	159
DE Delaware	62	0	0	15	0	77
FL Florida	4,108	3,572	2,309	972	3,615	14,576
GA Georgia	1,626	1,583	2,595	217	576	6,597
HI Hawaii	0	66	20	0	0	86
ID Idaho	151	1,597	1,104	0	147	2,999
IL Illinois	1,445	49,122	3,151	3,493	153	57,364
IN Indiana	731	19,165	3,277	917	147	24,237
IA Iowa	162	20,945	8,955	2,755	6	32,823
KS Kansas	486	641	2,952	251	114	4,444
KY Kentucky	0	6,256	11,056	63	35	17,410
LA Louisiana	2,697	16	12,268	0	21	15,002
ME Maine	0	0	0	0	345	345
MD Maryland	494	0	3,377	158	22	4,051
MA Massachusetts	0	0	0	0	0	0
MI Michigan	0	5,429	4,603	0	138	10,170
MN Minnesota	15	8,252	19,697	693	271	28,928
MS Mississippi	0	0	228	956	27	1,211
MO Missouri	659	2,138	16,715	635	22	20,169
MT Montana	15	164	436	0	0	615
NE Nebraska	219	274	1,172	500	279	2,444
NV Nevada	0	0	0	0	0	0
NH New Hampshire	0	0	0	0	0	0
NJ New Jersey	0	185	132	27	0	344
NM New Mexico	96	0	388	0	135	619
NY New York	303	167	856	21	67	1,414
NC North Carolina	802	611	853	109	725	3,100
ND North Dakota	0	15	673	0	0	688
OH Ohio	1,664	17,097	5,141	480	733	25,115
OK Oklahoma	352	32	488	0	11	883
OR Oregon	104	290	810	137	83	1,424
PA Pennsylvania	485	1,125	1,344	244	269	3,467
RI Rhode Island	0	0	60	0	0	60
SC South Carolina	793	610	852	0	326	2,581
SD South Dakota	0	488	521	109	0	1,118
TN Tennessee	256	(115)	(251)	0	749	639
TX Texas	967	483	2,745	546	513	5,254
UT Utah	4,644	30	299	0	483	5,456
VT Vermont	0	0	79	0	42	121
VA Virginia	123	61	8,103	742	485	9,514
WA Washington	15	743	902	0	16	1,676
WV West Virginia	0	61	0	0	0	61
WI Wisconsin	851	7,763	6,502	580	197	15,893
WY Wyoming	0	0	145	0	17	162
TOTAL U.S.:	30,693	154,480	129,860	15,840	14,584	345,457
CANADA						
AB Alberta	29	0	1,103	215	0	1,347
BC Brit. Columbia	0	0	262	0	12	274
MB Manitoba	0	65	1,406	76	0	1,547
NB New Brunswick	0	41	1,398	0	88	1,527
NF Newfoundland	0	0	0	0	0	0
NS Nova Scotia	0	464	0	0	0	464
ON Ontario	31	10,194	2,783	0	173	13,181
PE Pr.Edward Isle	0	144	62	0	0	206
PQ Quebec	0	0	3,352	0	2,304	5,656
SK Saskatchewan	0	0	398	0	0	398
TOTAL CAN:	60	10,908	10,764	291	2,577	24,600
*EXPORT SALES:	126,488	13,835	24,902	7,027	17,378	189,630
TOTAL AG SALES	157,241	179,223	165,526	23,158	34,539	559,687
NON-AG U.S.	32,397	-	-	9,766	543	42,706
Canada	1,116	-	-	19	46	1,181
*Exports	919	-	-	20,135	0	21,054
TOTAL NON-AG SALES	34,432	-	-	29,920	589	64,941
GRAND TOTAL	**191,673**	**179,223**	**165,526**	**53,078**	**35,128**	**624,628**

*Exports listed on reverse.

POTASH & PHOSPHATE INSTITUTE
EXPORT SALES - NORTH AMERICAN PRODUCERS - (SHORT TONS K_2O)

NOVEMBER 1989

AGRICULTURAL	STANDARD	COARSE	GRANULAR	SOLUBLE	SULPHATES	TOTAL
Argentina	0	0	1,333	0	0	1,333
Australia	0	3,601	0	0	0	3,601
Belgium	0	0	6,366	0	0	6,366
Brazil	0	0	3,827	0	0	3,827
China	26,981	0	0	0	0	26,981
Colombia	4,401	0	0	0	800	5,201
Costa Rica	5,027	0	661	0	0	5,688
Ecuador	1,128	363	0	0	0	1,491
France	20,910	0	0	0	0	20,910
India	203	0	0	0	0	203
Jamaica	0	2,093	0	0	0	2,093
Japan	9,125	4,753	8,681	7,027	4,889	34,475
Korea	14,892	0	0	0	0	14,892
Malaysia	14,048	0	0	0	0	14,048
Mexico	325	0	0	0	5,902	6,227
Peru	7,002	0	0	0	0	7,002
Puerto Rico	0	3,025	0	0	0	3,025
South Africa	0	0	4,034	0	0	4,034
Switzerland	11,460	0	0	0	0	11,460
Taiwan	7,271	0	0	0	0	7,271
Thailand	3,715	0	0	0	0	3,715
Venezuela	0	0	0	0	5,787	5,787
TOTAL AG:	126,488	13,835	24,902	7,027	17,378	189,630
NON-AGRICULTURAL						
Japan	211	-	-	9,357	0	9,568
Korea	0	-	-	10,778	0	10,778
Mexico	220	-	-	0	0	220
New Zealand	12	-	-	0	0	12
Sweden	303	-	-	0	0	303
Taiwan	173	-	-	0	0	173
TOTAL NON-AG:	919	-	-	20,135	0	21,054
TOTAL EXPORTS	**127,407**	**13,835**	**24,902**	**27,162**	**17,378**	**210,684**

POTASH & PHOSPHATE INSTITUTE

POTASH SALES - CANADIAN PRODUCERS - (Short Tons K2O)

NOVEMBER 1989

AGRICULTURAL	STANDARD	COARSE	GRANULAR	SOLUBLE	TOTAL
AL Alabama	61	2,610	767	873	4,311
AK Alaska	0	0	0	0	0
AZ Arizona	0	0	0	0	0
AR Arkansas	0	0	0	0	0
CA California	0	0	186	124	310
CO Colorado	0	0	0	0	0
CT Connecticut	0	0	138	0	138
DE Delaware	62	0	0	15	77
FL Florida	3,031	3,260	1,404	972	8,667
GA Georgia	1,626	1,583	2,057	217	5,483
HI Hawaii	0	0	20	0	20
ID Idaho	0	468	566	0	1,034
IL Illinois	534	48,563	1,337	3,493	53,927
IN Indiana	178	18,298	1,407	917	20,800
IA Iowa	32	20,629	8,655	2,755	32,071
KS Kansas	0	0	383	156	539
KY Kentucky	0	6,256	61	63	6,380
LA Louisiana	2,697	0	11,050	0	13,747
ME Maine	0	0	0	0	0
MD Maryland	494	0	3,377	158	4,029
MA Massachusetts	0	0	0	0	0
MI Michigan	0	5,429	3,989	0	9,418
MN Minnesota	15	8,220	19,633	693	28,561
MS Mississippi	0	0	0	941	941
MO Missouri	307	1,845	4,441	437	7,030
MT Montana	0	164	436	0	600
NE Nebraska	0	274	199	393	866
NV Nevada	0	0	0	0	0
NH New Hampshire	0	0	0	0	0
NJ New Jersey	0	185	132	27	344
NM New Mexico	0	0	0	0	0
NY New York	303	167	856	21	1,347
NC North Carolina	802	611	853	109	2,375
ND North Dakota	0	15	673	0	688
OH Ohio	1,664	17,097	4,177	480	23,418
OK Oklahoma	0	0	79	0	79
OR Oregon	0	224	671	137	1,032
PA Pennsylvania	485	1,125	1,344	244	3,198
RI Rhode Island	0	0	60	0	60
SC South Carolina	793	610	852	0	2,255
SD South Dakota	0	488	521	109	1,118
TN Tennessee	122	(115)	(251)	0	(244)
TX Texas	0	0	0	0	0
UT Utah	0	0	59	0	59
VT Vermont	0	0	79	0	79
VA Virginia	123	61	8,103	742	9,029
WA Washington	15	743	902	0	1,660
WV West Virginia	0	61	0	0	61
WI Wisconsin	851	7,763	6,502	580	15,696
WY Wyoming	0	0	0	0	0
TOTAL U.S.:	14,195	146,634	85,718	14,656	261,203
CANADA					
AB Alberta	29	0	1,103	215	1,347
BC Brit. Columbia	0	0	262	0	262
MB Manitoba	0	65	1,406	76	1,547
NB New Brunswick	0	41	1,398	0	1,439
NF Newfoundland	0	0	0	0	0
NS Nova Scotia	0	464	0	0	464
ON Ontario	31	10,194	2,783	0	13,008
PE Pr.Edward Isle	0	144	62	0	206
PQ Quebec	0	0	3,352	0	3,352
SK Saskatchewan	0	0	398	0	398
TOTAL CAN:	60	10,908	10,764	291	22,023
*EXPORT SALES:	110,790	10,447	23,569	7,027	151,833
TOTAL AG SALES	125,045	167,989	120,051	21,974	435,059
NON-AG U.S.	20,443	-	-	9,334	29,777
Canada	1,116	-	-	19	1,135
*Exports	396	-	-	20,135	20,531
TOTAL NON-AG SALES	21,955	-	-	29,488	51,443
GRAND TOTAL	**147,000**	**167,989**	**120,051**	**51,462**	**486,502**

*Exports listed on reverse.

POTASH & PHOSPHATE INSTITUTE
EXPORT SALES - CANADIAN PRODUCERS - (Short Tons K_2O)

NOVEMBER 1989

AGRICULTURAL	STANDARD	COARSE	GRANULAR	SOLUBLE	TOTAL
Australia	0	3,601	0	0	3,601
Belgium	0	0	6,366	0	6,366
Brazil	0	0	3,827	0	3,827
China	26,981	0	0	0	26,981
Costa Rica	3,186	0	661	0	3,847
France	20,910	0	0	0	20,910
India	203	0	0	0	203
Jamaica	0	2,093	0	0	2,093
Japan	8,124	4,753	8,681	7,027	28,585
Korea	14,892	0	0	0	14,892
Malaysia	14,048	0	0	0	14,048
South Africa	0	0	4,034	0	4,034
Switzerland	11,460	0	0	0	11,460
Taiwan	7,271	0	0	0	7,271
Thailand	3,715	0	0	0	3,715
TOTAL AG:	110,790	10,447	23,569	7,027	151,833
NON-AGRICULTURAL					
Japan	211	-	-	9,357	9,568
Korea	0	-	-	10,778	10,778
New Zealand	12	-	-	0	12
Taiwan	173	-	-	0	173
TOTAL NON-AG:	396	-	-	20,135	20,531
TOTAL EXPORTS	**111,186**	**10,447**	**23,569**	**27,162**	**172,364**

POTASH & PHOSPHATE INSTITUTE

POTASH SALES - U. S. PRODUCERS - (Short Tons K_2O)

NOVEMBER 1989

AGRICULTURAL	STANDARD	COARSE	GRANULAR	SOLUBLE	SULPHATES	TOTAL
AL Alabama	719	0	188	145	417	1,469
AK Alaska	0	0	0	0	0	0
AZ Arizona	118	15	97	0	45	275
AR Arkansas	59	0	2,397	62	52	2,570
CA California	5,181	2,968	794	0	3,241	12,184
CO Colorado	230	21	736	16	39	1,042
CT Connecticut	0	0	0	0	21	21
DE Delaware	0	0	0	0	0	0
FL Florida	1,077	312	905	0	3,615	5,909
GA Georgia	0	0	538	0	576	1,114
HI Hawaii	0	66	0	0	0	66
ID Idaho	151	1,129	538	0	147	1,965
IL Illinois	911	559	1,814	0	153	3,437
IN Indiana	553	867	1,870	0	147	3,437
IA Iowa	130	316	300	0	6	752
KS Kansas	486	641	2,569	95	114	3,905
KY Kentucky	0	0	10,995	0	35	11,030
LA Louisiana	0	16	1,218	0	21	1,255
ME Maine	0	0	0	0	345	345
MD Maryland	0	0	0	0	22	22
MA Massachusetts	0	0	0	0	0	0
MI Michigan	0	0	614	0	138	752
MN Minnesota	0	32	64	0	271	367
MS Mississippi	0	0	228	15	27	270
MO Missouri	352	293	12,274	198	22	13,139
MT Montana	15	0	0	0	0	15
NE Nebraska	219	0	973	107	279	1,578
NV Nevada	0	0	0	0	0	0
NH New Hampshire	0	0	0	0	0	0
NJ New Jersey	0	0	0	0	0	0
NM New Mexico	96	0	388	0	135	619
NY New York	0	0	0	0	67	67
NC North Carolina	0	0	0	0	725	725
ND North Dakota	0	0	0	0	0	0
OH Ohio	0	0	964	0	733	1,697
OK Oklahoma	352	32	409	0	11	804
OR Oregon	104	66	139	0	83	392
PA Pennsylvania	0	0	0	0	269	269
RI Rhode Island	0	0	0	0	0	0
SC South Carolina	0	0	0	0	326	326
SD South Dakota	0	0	0	0	0	0
TN Tennessee	134	0	0	0	749	883
TX Texas	967	483	2,745	546	513	5,254
UT Utah	4,644	30	240	0	483	5,397
VT Vermont	0	0	0	0	42	42
VA Virginia	0	0	0	0	485	485
WA Washington	0	0	0	0	16	16
WV West Virginia	0	0	0	0	0	0
WI Wisconsin	0	0	0	0	197	197
WY Wyoming	0	0	145	0	17	162
TOTAL U.S.:	16,498	7,846	44,142	1,184	14,584	84,254
CANADA						
AB Alberta	0	0	0	0	0	0
BC Brit. Columbia	0	0	0	0	12	12
MB Manitoba	0	0	0	0	0	0
NB New Brunswick	0	0	0	0	88	88
NF Newfoundland	0	0	0	0	0	0
NS Nova Scotia	0	0	0	0	0	0
ON Ontario	0	0	0	0	173	173
PE Pr.Edward Isle	0	0	0	0	0	0
PQ Quebec	0	0	0	0	2,304	2,304
SK Saskatchewan	0	0	0	0	0	0
TOTAL CAN:	0	0	0	0	2,577	2,577
*EXPORT SALES:	15,698	3,388	1,333	0	17,378	37,797
TOTAL AG SALES	32,196	11,234	45,475	1,184	34,539	124,628
NON-AG U.S.	11,954	-	-	432	543	12,929
Canada	0	-	-	0	46	46
*Exports	523	-	-	0	0	523
TOTAL NON-AG SALES	12,477	-	-	432	589	13,498
GRAND TOTAL	**44,673**	**11,234**	**45,475**	**1,616**	**35,128**	**138,126**

*Exports listed on reverse.

POTASH & PHOSPHATE INSTITUTE
EXPORT SALES - U. S. PRODUCERS - (SHORT TONS K_2O)

NOVEMBER 1989

AGRICULTURAL	STANDARD	COARSE	GRANULAR	SOLUBLE	SULPHATES	TOTAL
Argentina	0	0	1,333	0	0	1,333
Colombia	4,401	0	0	0	800	5,201
Costa Rica	1,841	0	0	0	0	1,841
Ecuador	1,128	363	0	0	0	1,491
Japan	1,001	0	0	0	4,889	5,890
Mexico	325	0	0	0	5,902	6,227
Peru	7,002	0	0	0	0	7,002
Puerto Rico	0	3,025	0	0	0	3,025
Venezuela	0	0	0	0	5,787	5,787
TOTAL AG:	15,698	3,388	1,333	0	17,378	37,797
NON-AGRICULTURAL						
Mexico	220	-	-	0	0	220
Sweden	303	-	-	0	0	303
TOTAL NON-AG:	523	-	-	0	0	523
TOTAL EXPORTS	**16,221**	**3,388**	**1,333**	**0**	**17,378**	**38,320**